



“Business Opportunities in the Russian Far East (RFE)”

Wednesday, April 2, 2003

10:00–12:00pm presentations; 1:00–4:00pm one-on-one meetings

**USEAC Conference Room, One World Trade Center
121 SW Salmon Street, Suite 242
Portland, OR 97204**

The Portland U.S. Export Assistance Center (USEAC) and U.S. Department of Commerce’s BISNIS would like to invite you to a briefing on business opportunities in the Russian Far East. BISNIS provides market information, practical advice, and referrals both to U.S. and Russian companies to facilitate U.S. exports, investment, and other forms of business development with Russia. The program will feature four specialists with expertise on doing business in the region with a specific focus on cutting edge opportunities in energy, forestry, fishing, construction, tourism, consumer goods, port services and infrastructure.

Topics that will also be covered include key considerations for doing business in the region, identifying project-related opportunities, and identifying local partners to facilitate success in this challenging market. BISNIS representatives from Vladivostok, Khabarovsk, and Sakhalin Island will present overviews on their local markets and a BISNIS representative from Washington, DC will address how BISNIS and other U.S. government programs can assist in business development efforts in Russia. The speakers will be available for one-on-one meetings following the presentation.

If you wish to attend this presentation, please fill out the information below and respond by fax to the attention of Scott Goddin, Portland USEAC at 503-326-6351 or by e-mail to Scott.Goddin@mail.doc.gov by March 26th. Attendance may be limited to pre-registrants only. Please indicate in the comments section if you would be interested in one-on-one appointments and provide contact information. Please contact the USEAC at 503-326-3001 with any questions.

Name: _____ Company: _____
Phone: _____ FAX: _____
E-mail: _____ Number Attending: _____
Comments: _____



The U.S. Department of Commerce's BISNIS provides market information, practical advice, and referrals both to U.S. and Russian companies to facilitate U.S. exports, investment, and other forms of business development with Eurasia. BISNIS was established in 1992 and receives its funding through the U.S. Congress. BISNIS has resulted in more than \$3.2 billion worth of U.S. exports and Eurasia business activities since opening in 1992.

BISNIS has two trade specialists based in Washington, D.C., covering the Russian Far East, as well as program representatives in Vladivostok, Khabarovsk, and Yuzhno-Sakhalinsk. BISNIS also actively collaborates with other resources and U.S. government programs to serve U.S.-Eurasian business development interests.

BISNIS representatives in the RFE

- distribute information from BISNIS ExpoLink Eurasia program,
- identify promising companies and projects for BISNIS Search for Partners and Trades & Tenders programs
- prepare reports on promising market sectors and the commercial environment in the RFE,
- inform local companies and organizations about U.S. government programs, and
- facilitate contacts between U.S. and RFE businesses.

Khabarovsk: Andrei Vasenyov has represented BISNIS in Khabarovsk since 1993. He is well known and respected both within the U.S. and Khabarovsk business communities. One of the founders of the Khabarovsk Rotary Foundation and very active in Rotary, he recently became a member of the Khabarovsk Union of Manufacturers and Entrepreneurs. From Khabarovsk, he is responsible for Khabarovsk Krai, Amur Oblast, Sakha Republic, Jewish Autonomous Oblast, Buryatia, and Chita Oblast.

Vladivostok: Svetlana Kuzmichenko has represented BISNIS in Vladivostok since 1995. She has been a leader and an innovator in developing relationships between businesses in the Russian Far East and the United States. She works out of U.S. Consulate General in Vladivostok, and covers Primorsky Krai, Kamchatka Oblast, Magadan Oblast, and Chukotka.

Sakhalin: Elena A. Sabirova joined BISNIS in 1997, working concurrently for the American Business Center in Yuzhno-Sakhalinsk. Through years of experience working with local and foreign companies, Elena has developed valuable expertise on Sakhalin Island's business community and on the multibillion-dollar Sakhalin oil and gas development projects.

Washington, DC: BISNIS trade specialists Ellen House (tel: 202-482-2284, email: ellen_house@ita.doc.gov) and Marianne Drain (tel: 202-482-2299, email: marianne_drain@ita.doc.gov) provide information and counseling to U.S. companies interested in business opportunities in the RFE.

More information on the RFE can be found on the BISNIS website at <http://bisnis.doc.gov/russia>.